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United States Department of Agriculture,
BUREAU OF PLANT INDUSTRY,
Farmers' Cooperative Demonstration Work,
WASHINGTON, D. C.

GIRLS' DEMONSTRATION WORK:
THE CANNING CLUBS.

INTRODUCTION.

The problem of meeting the ravages of the cotton boll weevil is now, and always has been, as much of an economic problem as it has been one of simply raising cotton with the weevil present. Among the main things always advocated by the Farmers' Cooperative Demonstration Work, in getting the farmer ready to meet the weevil, have been diversification of crops and the production of home supplies. When it comes to the question of providing food it is very important to give much attention to vegetables and fruits. When food is provided for the home a long step will have been taken towards getting ready to produce cotton under boll weevil conditions. Such work is worth while in other communities also.

It has been thought, for several years, that the development of the plan of the Farmers' Cooperative Demonstration Work of the United States Department of Agriculture would be incomplete unless some work for the girls was inaugurated and organized. It was necessary, however, to thoroughly establish the other divisions of the work before taking up new lines. When Dr. S. A. Knapp, the founder of the Demonstration work, started the active organization of the Boys' Corn Clubs, he said that it would be necessary to start the girls just as soon as the boys' demonstrations had become well advanced. Consequently in 1910, when the demand had become emphatic enough to indicate sufficient interest, a limited amount of organization was undertaken. Girls' Clubs were organized in South Carolina and Virginia in connection with the Boys' Corn Clubs. In that year about 325 girls were enrolled.

It was decided that one-tenth of an acre would be enough for a good garden, and that the clubs would specialize, in the beginning, on tomatoes, just as the boys had done with corn. Each girl was

urged also to plant some snap beans and cucumbers. Surplus fruit was canned in many instances. In 1911 more than three thousand girls, representing eight different States, joined the clubs and planted their gardens. Many of them put up more than five hundred quart cans of tomatoes from their crops, besides ketchup, pickles, chow-chow, preserves and other products. A few got nearly one thousand cans each and cleared \$100 besides prizes won. (Fig. 1.)



FIG. 1.—A member of a canning club gathering tomatoes from her garden.

The objects of the Girls' Demonstration Work are:

1. To stimulate interest and wholesome cooperation among members of the family in the home.
2. To provide some means by which the girls may earn money at home and at the same time get the education and viewpoint necessary for the ideal farm-life.
3. To encourage rural families to provide purer and better food

at a lower cost, and to utilize the surplus and otherwise waste products of the garden and orchard.

4. To furnish earnest teachers a plan for aiding their pupils and helping their communities.

ORGANIZATION.

The county is the proper unit for organization of clubs. The best results will be obtained where the cooperation of school officers, teachers and business men is most cordial. In fact it will be unwise to undertake an organization under any other conditions. Only a limited number of clubs can be undertaken in any State each year, so it will be necessary to select counties most ready and ripe. Although cooperation is essential, at the same time it will not do to leave the actual conduct of the clubs and the instruction of the girls to a number of different people. Some one person must lead. It is well to select an earnest, devoted teacher to take charge in a county. She can present the plan to the teachers' association, urge it upon the girls at the schools, at meetings and by means of letters, and secure a membership of girls who have determination, perseverance and a desire to learn. It is not desirable to get large clubs, but rather clubs which will show a large percentage of successes. The agent in charge of the work in a county should be able to secure a good list of prizes to offer to the club members. She will find no difficulty in getting responses from thoughtful business men. Many teachers and school officers will aid in organizing when they can.

The list of club members with their addresses should be sent early to the office of the Farmers' Cooperative Demonstration Work. These lists should always be forwarded through the County Superintendent of Education, or the agent of this Department who has charge of the club. Circulars of instruction and some good seed will be forwarded to each member from time to time.

During the planting and growing season these women agents will give general supervision and will send supplementary instructions to meet local conditions. Under unfavorable weather conditions they will give advice and help through circulars and other correspondence. Frequently they will advise the girls in regard to cold frames, hot beds, transplanting, staking, pruning, and other matters of great interest to them. During the canning season they will devote their entire time to the work. They will hold instruction meetings and give canning demonstrations in all parts of the counties. They will also be able to give the girls information in regard

to best prices on canning outfits, labels, cans, and other supplies. Frequently they will be able to have such equipment placed at convenient places in the county to be sold to club members at about wholesale rates. These agents will also be glad to do all they can to help the club members find good markets for all high-class products which they desire to sell.

MEETINGS AND REGULATIONS.

Whenever possible, meetings of the county club should be held twice a year; one can be held in the spring, after the lists have been made up, for organization and instruction, and one in the fall for the exhibit. Often it will be wise to hold the exhibit meeting at the County or State fair. (Fig. 2.) It will be well to have a pres-



FIG. 2.—An exhibit of the Girls' Canning Club work.

ident, one or more vice-presidents, and a secretary. A simple constitution and by-laws should be adopted. It will be found profitable to subdivide the county organization by townships, schools, or school districts, and have local meetings at school houses or at different girls' homes occasionally. Each club should adopt the following general regulations and by-laws:

1. Girls joining clubs must be between 10 and 18 years of age on January 1 of any given year. Special classes may be organized for older girls.

2. No girl shall be eligible to receive a prize unless she becomes a member of the club and plants a garden containing one-tenth of an acre.

3. The members of the clubs must agree to study the instructions of the United States Department of Agriculture.

4. Each girl must plan her own crop and do her own work. It will be permissible to hire heavy work done, but the time must be charged.

5. In estimating profits the following uniform prices must be used : One dollar for rent of land; ten cents for each hour worked; two dollars a ton for stable manure, and actual cost for commercial fertilizer and other things purchased or furnished.

6. The garden and products must be carefully measured and two disinterested witnesses must attest the report submitted at the close of the season.

PRIZES AND AWARDS.

The award of prizes and honors shall be based on the fresh and canned products of the garden according to the following schedule:

1. Quality	20 per cent.
2. Quantity	20 per cent.
3. Variety	20 per cent.
4. Profit	20 per cent.
5. History	20 per cent.

It will be found best to distribute the prizes as widely as possible. Honor and recognition sometimes count for more than money. The badges, certificates and diplomas given to the club members are often appreciated more than money and expensive premiums. When liberal amounts are offered for prizes it is well to give them in every township or school district, to offer premiums to the club that will make the highest records with five or ten in a team, and to offer several different awards depending upon the rank.

The following list suggests prizes which may be used in different places:

Garden tools, books on gardening, cooking and related subjects, canning outfits, fireless cookers, ranges, fine chickens and eggs, articles of clothing, especially excellent needle work; dishware, china, aluminum cooking vessels, club emblems, trips to fairs, colleges, and capitals, expenses to short courses, and scholarships. It is an excellent plan for each girl to start her own bank account with her profits and prizes, and thus get some training in earning, owning and accounting.

CIRCULARS AND BULLETINS.

Brief circulars from this office will be sent to each member of the club at seasonable intervals throughout the year. Some of these

pamphlets will discuss the fundamental principles of good farming and some will give explicit details with reference to the garden work being undertaken by the clubs. In addition, a selection of Farmers' Bulletins will be sent, containing such as the following:

Bulletin No. 157. The Propagation of Plants.

“ No. 220. Tomatoes.

“ No. 289. Beans.

“ No. 254. Cucumbers.

“ No. 359. Canning Vegetables in the Home.

COMPOSITION AND CORRELATION WORK.

Each girl should keep a careful record of her year's work. This will aid greatly in preparing the history and account required in award-



FIG. 3.—A canning party at work.

ing prizes. Teachers have found it advisable to use different phases of the club and garden work for lessons in language, drawing, arithmetic, geography, and other school studies. Many of the girls have written most attractive illustrated compositions and booklets based upon the tomato or some other product of their gardens.

LABELS AND CLUB EMBLEMS.

Uniform club labels will be used for all products in both tin and glass put up according to Demonstration instructions. No member will be permitted to use the uniform labels unless the products con-

form to the best grade requirements in both measurements and quality.

The club label will always bear the motto "To Make the Best Better," and in addition to this the club goods can always be identified by the club emblem, which is the trade-mark to be used on all labels.

The parts of the emblem are as follows: Book for background, tomato, four-leaf clover, and upon the top of the book appears the word "Demonstrator." The lower part of the book contains the words "Girls' C. & P. Club," which mean Girls' Canning and Poultry Club. Upon each of the four leaves of the clover design are the four H's, which signify "Equal Training of the Head, Hands, Heart and Health," educational processes essential to every member. The Girls' Club members are urged to give their best endeavors to this broader training.

The cost of the labels will be very small and it is urged that this expense be paid by individual club members or some interested organization, or individual, who will furnish them to the girls free of charge. It is urged that gold plated, silver and solid gold club emblems be awarded to all club members who show excellence in their work. In some cases it might be advisable to give a gold plated emblem to every member who does the work of the year and submits to the State Agent, for transmission to the Department, a satisfactory report at the close of the season.

MARKETING.

It is a serious mistake to gather the fruit, vegetables and tomatoes of every size, color and shape, and offer this mixture of grade to a merchant or customer at so much per peck or bushel. Every club member must be taught the value of careful grading and classification of products.

Use clean, convenient and attractive crates, boxes or baskets for all tomatoes. Place large, smooth, and well ripened tomatoes in crates in straight rows, with the bud end up. If possible, wrap each tomato in a piece of tissue paper and sell these products for fancy goods at the highest price to the fancy trade. Grade in a similar manner all other sizes, being careful to pack products of the same size and grade together.

CANNING.

Fresh vegetables should not be sold unless a profit can be made. Right here is where the home canner will come to the rescue. The canned products will usually command a fair price and they can be

kept until the market is ready for them. Care should be taken to see that nothing but first-class products is ever put on the market, because the reputation of the club and of the individual members is at stake. There will be no difficulty in creating a strong demand for all of the products if the motto and purposes of the clubs are strictly followed.

At the various local meetings of the clubs during the canning season the best methods of canning, pickling, and preserving will be demonstrated. The "Canning Parties" will furnish delightful occasions for the study of improved methods, new recipes, and advanced work. (Fig. 3.) In most instances each girl will want her own canner, but frequently two or more girls may be so situated that they can purchase one together, and help each other. Some schools will wish to purchase outfits and teachers will give instructions. In such cases local clubs may find it desirable to meet and work at the school houses.

Every girl who joins a club is urged to put forth her best efforts to learn and to become skillful. It is a good thing to know about the soil, plants, and nature. It is an accomplishment, also, to learn the arts of cooking and housekeeping. Artists in these lines are scarce and highly appreciated. A girl who does this work well for a year will take a decided step towards self-improvement and efficiency.

O. H. BENSON,

Assistant in Demonstration Club Work.

O. B. MARTIN,

Assistant in Charge of Demonstration Club Work.

Approved:

BRADFORD KNAPP,

Special Agent in Charge Farmers'

Cooperative Demonstration Work.

B. T. GALLOWAY,

Chief of Bureau.



JANUARY 20, 1912.

United States Department of Agriculture,

BUREAU OF PLANT INDUSTRY,

Farmers' Cooperative Demonstration Work,

WASHINGTON, D. C.

GIRLS' DEMONSTRATION WORK: THE CANNING CLUBS.

INTRODUCTION.

One of the "Ten Commandments of Agriculture" laid down by the late Dr. S. A. Knapp was this: "Produce all the feed required for men and animals on the farm." As a rule the average southern farmer has not taken advantage of the possibilities of his soil and climate. Diversification of crops and production of home supplies are necessary steps in establishing a successful agriculture for the Southern States. The home garden is necessary in order to supply cheap and at the same time wholesome food for the farmer. The saving of the waste fruits and preservation of vegetables for winter use are parts of the home economy which must not be neglected. Diversification and production of home supplies are not only necessary in order to establish a sound agriculture, but they are very important factors in adapting southern agricultural conditions to the boll weevil.

The Demonstration Work seeks to reach the adult farmer, the farmer's boys, his girls, and the wife and home upon the farm. The work for men was first organized in order to teach better farming and enable men to earn more per acre. Boys' clubs were then organized to attract boys to the farm and the advantages of better farming. When these had been well established, Dr. Knapp began the work for girls, following a well-laid-out plan which he had been developing for more than two years before the work was actually tried in Virginia and South Carolina in 1910. During that year about 325 girls were enrolled.

It was decided that one-tenth of an acre would be enough for a good garden and that the clubs should specialize in the beginning with the tomato, as the boys had done with corn. Each girl was urged to plant also some other kinds of vegetables and to can surplus fruits. In 1911 more than 3,000 girls in eight different States joined the clubs and planted their gardens. In 1912 more than 23,000 girls were enrolled in 12 States. Many of them put up more than 500 quart cans of tomatoes from their plats, besides catchup, pickles, chowchow, preserves, and other products. Quite a number put up more than 1,000 quart cans, and one more than 1,500 quart cans. Some of these girls had a net profit of \$100 on their gardens, besides the prizes won.

NOTE.—This circular is prepared for use in the Southern States where this work is supervised by the Farmers' Cooperative Demonstration Work, Bureau of Plant Industry, United States Department of Agriculture. A similar work for Northern and Western States is under the supervision of the Office of Farm Management, Bureau of Plant Industry.

OBJECTS.

The objects of the Girls' Demonstration Work are—

- (1) To encourage rural families to provide purer and better food at a lower cost, to utilize the surplus and otherwise waste products of the orchard and garden, and to make the poultry yard an effective part of the farm economy.
- (2) To stimulate interest and wholesome cooperation among members of the family in the home.
- (3) To provide some means by which girls may earn money at home, and at the same time get the education and viewpoint necessary for the ideal farm life.
- (4) To open the way for practical demonstrations in home economics.
- (5) To furnish earnest teachers a plan for aiding their pupils and helping their communities.

ORGANIZATION.

The county is the proper unit for the organization of clubs. This unit may be subdivided into districts according to centers of popula-



FIG. 1.—A member of the canning club in her garden.

tion and natural barriers so as to place a club within the reach of every girl in the county, if practicable.

As only a limited number of counties in any State can be undertaken at first, it will be necessary to select counties in which active, hearty cooperation can be secured. Even where this cooperation can be obtained from school officers, teachers, and business men it will be necessary to have some one to lead. Therefore, it will be well to select an earnest, devoted teacher to take charge in a county. She can present the plan to the teachers' association, urge it upon the girls at the schools, at meetings and by means of letters, and secure a

membership of girls who have determination, perseverance, and a desire to learn. It is not so desirable at first to get large clubs as to get clubs which will show a large percentage of successes. The agent in charge of the work in a county should be able to secure a good list of prizes to offer to clubs and to club members. She will find no difficulty in getting responses from thoughtful business men.

In the carrying on of her work she will find the local agent of the Farmers' Cooperative Demonstration Work always ready and willing to assist her in every way by giving instructions in the raising of the crop and advice and assistance in the general conduct of the work. It should always be remembered that the girls' club work is simply a part of the demonstration work. Agents must be helpful to each other.

The list of club members, with their addresses, should be sent early by persons enrolling the clubs to the State agent of this Department who has charge of girls' canning and poultry clubs. The State agent will forward them to the Office of Farmers' Cooperative Demonstration Work, Washington, D. C. Circulars of instruction will be forwarded to each member from time to time.



FIG. 2:—A canning demonstration.

In most of the Southern States this work is carried on in cooperation with the agricultural college of the State or some other organization within the State. In some instances it has close cooperation with the school improvement work. In such cases the lists of names should be sent to the agent in charge of the work in the State, who retains a copy for the agricultural college or other cooperating force and sends a copy to the office at Washington, and thus the girls get the service of both organizations conducting the joint work.

During the planting and growing season these women agents will give general supervision and will send supplementary instructions to meet local conditions. Under unfavorable weather conditions they will give advice and help through circulars and other correspondence.

Frequently they will advise the girls in regard to cold frames, hot-beds, transplanting, staking, pruning, and other matters of great interest to them. During the canning season they will devote their entire time to the work. They will hold instruction meetings and give canning demonstrations in all parts of the counties. They will also be able to give the girls information in regard to the best prices on canning outfits, labels, cans, and other supplies. Frequently they will be able to have such equipment placed at convenient places in the county to be sold to club members at about wholesale rates. These agents will also be glad to do all they can to help the club members find good markets for all high-class products which they desire to sell.

It should always be kept in mind by the agents and by the club members that the object of this work is not to get a few girls into the business of canning vegetables for market, but to get many girls and many families to growing good home gardens and supplying the



FIG. 3.—An exhibit of Girls' Canning Club work.

home needs for winter from canned vegetables and fruits. It will be much more creditable for any agent in this work to be able to show at the end of the year that 100 families in her county have produced their own vegetables and will not have to purchase canned goods the coming winter than it will to show two girls who produced 1,500 cans of tomatoes and sold them on the market. This work seeks to help the many to make better homes—not the few to win large prizes.

MEETINGS AND REGULATIONS.

Whenever possible, meetings of the county club should be held twice a year. One can be held in the spring, after the lists have been made up for organization and instruction, and one in the fall for the exhibit. Often it will be wise to hold the exhibit meeting at the county or State fair.

It will be well to have a president, one or more vice presidents, and a secretary. A simple constitution and by-laws should be adopted. It will be found profitable to subdivide the county organization by townships, schools, or school districts and to have local meetings at schoolhouses or at different girls' homes occasionally. Each club should adopt the following general regulations and by-laws:

(1) Girls joining the clubs must be between 10 and 18 years of age. The age for any year will be fixed by the age of the girl on January 1 of that year. Special classes may be organized for older girls.

(2) No girl shall be eligible to receive a prize unless she becomes a member of the club and plants a garden occupying one-tenth of an acre.

(3) The members of the clubs must agree to study the instructions of the United States Department of Agriculture and such other instructions as may be sent them from cooperating sources.

(4) Each girl must plan her own crop and do her own work. It will be permissible to hire heavy work done, but the time must be charged.

(5) In estimating profits the following uniform prices must be used: One dollar for rent of land; 10 cents for each hour worked; \$2 a ton for stable manure; and actual cost for commercial fertilizer and other things purchased or furnished.

(6) The garden and products must be carefully measured and two disinterested witnesses must attest the report submitted at the close of the season.

While it is true that the entire value of the manure applied does not go into one crop, the object is to teach the value of manure. Manure improves the mechanical condition of the soil and renders it more fertile, and this fertility lasts for more than the one year. How much is taken out the first year is impossible to say. In making the account, therefore, the simplest way is to charge the entire amount to the first year's crop, while recognizing the fact that a great deal of the value still remains in the soil.

PRIZES AND AWARDS.

The award of prizes and honors shall be based on the fresh and canned products of the garden according to the following schedule:

	Per cent.
1. Quality	20
2. Quantity—pounds of vegetables harvested and used.....	20
3. Variety of canned product.....	20
4. Profit	20
5. Written history, account, or composition—"How I made my crop" ..	20

It will be found best to distribute the prizes as widely as possible. Honor and recognition sometimes count for more than money. The badges, certificates, and diplomas given to the club members are often appreciated more than money and expensive premiums. When liberal amounts are offered for prizes it is well to give them in every township or school district, to offer premiums to the club that will make the highest records with five or ten in a team, and to offer several different awards, depending upon the rank.

Large prizes are to be discouraged unless given to entire clubs. Small prizes to a great many will bring better results. The object of the prize is to encourage and reward as many as possible. If a great many are disappointed while one or two receive very large prizes, the work will have the opposite effect from that which was intended.

The following list suggests prizes which may be used:

Garden tools, books on gardening, cooking, and related subjects; canning outfits, fireless cookers, ranges; fine chickens and eggs; articles of clothing, especially excellent needlework; dishware, china, aluminum cooking vessels; club emblems; trips to fairs, colleges, and capitals; expenses to short courses, and scholarships.

It is an excellent plan for each girl to start her own bank account with her profits and prizes and thus get some training in earning, owning, and accounting.

CIRCULARS AND BULLETINS.

Brief circulars from this office will be sent to each member of the club at seasonable intervals throughout the year. Some of these pamphlets will discuss the fundamental principles of good farming and some will give explicit details with reference to the garden work being undertaken by the clubs. In addition, a selection of Farmers' Bulletins will be sent, containing such as the following: Nos. 157, The Propagation of Plants; 203, Canned Fruits, Preserves, and Jellies; 220, Tomatoes; 254, Cucumbers; 255, The Home Vegetable



FIG. 4.—Selected tomatoes and the girls who made the selections.

Garden; 256, Preparation of Vegetables for the Table; 289, Beans; 359, Canning Vegetables in the Home; 375, Care of Food in the Home; 426, Canning Peaches on the Farm; 521, Canning Tomatoes at Home and in Club Work.

COMPOSITION AND CORRELATION WORK.

Each girl should keep a careful record of her year's work. This will aid greatly in preparing the history and account required in awarding prizes. Teachers have found it advisable to use different phases of the club and garden work for lessons in language, drawing, arithmetic, geography, and other school studies. Many of the girls have written most attractive illustrated compositions and booklets based upon the tomato or some other product of their gardens.

LABELS AND CLUB EMBLEMS.

Uniform club labels will be used for all products in both tin and glass put up according to demonstration instructions. No member will be permitted to use the uniform labels unless the products conform to the best grade requirements in both measurements and quality.

The club label will always bear the motto "To Make the Best Better," and in addition to this the club goods can always be identified by the club emblem, which is the trade-mark to be used on all labels.

The parts of the emblem are as follows: Book for background, tomato, four-leaf clover, and upon the top of the book appears the word "Demonstrator." The lower part of the book contains the words "Girls' C. & P. Club," which means the Girls' Canning and Poultry Club. Upon each of the four leaves of the clover design are the four H's, which signify "Equal Training of the Head, Hands, Heart, and Health," educational processes essential to every member. The Girls' Club members are urged to give their best endeavors to this broader training.



FIG. 5.—Two sisters and a county agent working with a homemade outfit.

The cost of the labels will be very small, and it is urged that this expense be paid by individual club members or some interested organization or individual who will furnish them to the girls free of charge. It is urged that gold-plated, silver, or solid-gold club emblems be awarded to all club members who show excellence in their work. In some cases it might be advisable to give a gold-plated emblem to every member who does the work of the year and submits to the State agent for transmission to the Department a satisfactory report at the close of the season.

MARKETING.

While it has been pointed out that marketing is not the object of this work, it is a part of it. We realize that each home, after it supplies its own needs, may have something to sell, and the home will be helped if the marketing can be done to the best advantage.

It is a serious mistake to gather the fruit, vegetables, and tomatoes of every size, color, and shape and to offer this mixture of grades to a merchant or customer at so much per peck or bushel. Every club member must be taught the value of careful grading and classification of products.

Use clean, convenient, and attractive crates, boxes, or baskets for all tomatoes. Place large, smooth, and well-ripened tomatoes in crates in straight rows, with the bud end up. If possible, wrap each tomato in a piece of tissue paper, and sell these products for fancy goods at the highest price to the fancy trade. Grade in a similar manner all other sizes, being careful to pack products of the same size and grade together.

CANNING.

Fresh vegetables should not be sold unless a profit can be made. Right here is where the home canner will come to the rescue. The canned products will usually command a fair price, and they can be kept until the market is ready for them. Care should be taken to see that only first-class products are put on the market, because the reputation of the club and of the individual members is at stake. Perfect cleanliness and an honest pack are absolutely necessary. There will be no difficulty in creating a strong demand for all of the products if the motto and purposes of the clubs are strictly followed.

At the various local meetings of the clubs during the canning season the best methods of canning, pickling, and preserving will be demonstrated. The "canning parties" will furnish delightful occasions for the study of improved methods, new recipes, and advanced work. In most instances each girl will want her own canner, but frequently two or more girls may be so situated that they can purchase one together and help each other. Some schools will wish to purchase outfits, and teachers will give instructions. In such cases local clubs may find it desirable to meet and work at the school-houses. Some girls have devised homemade canners and secured good results at a low cost.

Every girl who joins a club is urged to put forth her best efforts to learn and to become skillful. It is a good thing to know about the soil, plants, and nature. It is an accomplishment, also, to learn the arts of cooking and housekeeping. Artists in these lines are scarce and highly appreciated. A girl who does this work well for a year will take a decided step toward self-improvement and efficiency.

I. W. HILL,

Assistant in Demonstration Club Work.

O. B. MARTIN,

Assistant in Charge of Demonstration Club Work.

Approved:

BRADFORD KNAPP,

Special Agent in Charge of Farmers'

Cooperative Demonstration Work.

WILLIAM A. TAYLOR,

Chief of Bureau.

MARCH 20, 1913.

